

# Office of Government Contracting Basics Training Class – Part 1

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# AGENDA - Basics Class

- Supplier Diversity Program
- What's New in Legislation?
- JPL Small Business Program Process
- Small Business Plans
- Market Research & Source Development Demo
- Questions & Answers

# Pop Quiz: True or False?

- Q: In 1978, Public Law 95-507 amended the Small Business Act to make federal procurements more readily accessible to all small businesses.
- A: *True*. PL 95-507 also extends the maximum practicable opportunities in federal subcontracting to small businesses.

# Supplier Diversity Pop Quiz

- Q: Public Law 95-507 established:
  - (a) Small business offices for all federal agencies
  - (b) Subcontracting plans for large business
  - (c) Required the establishment of federal small business goals
  - (d) Redefined minority firms as “socially and economically disadvantaged small businesses”
  - (e) Only (b) and (c)
  - (f) All of the above

# What's new in legislation?

## Legislative Changes and Updates

- HUBZone Contracting Program (*Updated*)
- Women-owned Small Business Contracting Program (*New Programs*)
- Self-certification for Small Disadvantaged Business (SDB) (*Final Rule*)
- Small Business Act of 2010 (*Amendments*)

# HUBZone Contracting Program

## Discussion Points

- What is a HUBZone?
- What are the program changes?
- Does the HUBZone Program impact JPL?
- *Yes. Procedures in JPL Rules to follow in the new prime contract.*
- How do you determine if a HUBZone firm is currently certified?
- *Do a search in the SBA “List of HUBZone Small Business Concerns.” Refer to slide #12 for further instructions.*

# Women-owned Small Business Contracting Program

## SBA's newest contracting program(s) – Economically Disadvantaged

- Self-certification; must up-load documentation into a repository
- Set-aside contracts in approximately 40 NAICS codes – no sole source procurements
- Services – estimated contract value cannot exceed \$3M
- Manufacturing – Estimated contract value cannot exceed \$5M

# Final Rule: SDB Self-certification

- Under the SBA's previous regulations, only those firms that applied to and had been certified by the SBA as a Small Disadvantaged Business (SDB) could be eligible for federal contracting opportunities.
- The Final Rule removes the requirement for SDB subcontractors to be certified by the SBA. **SDBs may now self-certify as subcontractors.**
- If a protest were to arise, the burden of proof remains on the SDB to meet the requirements of being socially and economically disadvantaged.



# Small Business Program

## Small Business Process Improvements

- How do I do business with JPL?
- Review Small Business Capabilities
- \*Supplier Database
- \*Supplier Profile Form

*\*Internal to BOO at this time*

# Small Business Plans

## Discussion Points

- **What are the types of small business subcontracting plans?**

- **(1) Individual Plan**

- *Contains specific goals for small business subcontracting under the contract.*

- **(2) Master Plan**

- *A subcontracting plan without specific goals for small business categories. Specific goals are developed for each government contract received by the contractor.*

- **(3) Commercial Plan**

- *Required for commercial off-the-shelf products/services sold to the government; Developed on a company-wide or division-wide basis; and, Goals are percentages of projected subcontracting activity under projected revenues.*

# Small Business Plans

## Discussion Points

- **What are the common elements in these types of plans?**
  - Ensure maximum practicable opportunities or “best effort” for all small business categories.
  - Subcontracting plans are required over \$550K; \$1M for Construction.
  - Dollar thresholds to be updated to \$650K; and \$1.5M, respectively, in the new Prime Contract.

# Market Research

Effective market research methods for locating small businesses and HUBZones

## 1. Dynamic Small Business Search (DSBS)

[http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm)

## 2. DSBS Quick Market Search button

- Search by NAICS code, keywords, location and more . . .

## 3. Search for certified HUBZone firms

- Go to <http://www.sba.gov/content/hubzone-0> (zero)
- Click on “List of HUBZone Small Business Concerns”
- Print a copy of the profile for your contract file

# SBA Quick Market Search Demo

[http://dsbs.sba.gov/dsbs/search/dsp\\_dsbs.cfm](http://dsbs.sba.gov/dsbs/search/dsp_dsbs.cfm) Click on the Quick Market Search button

SBA - Quick Market Search - Microsoft Internet Explorer provided by SBA

File Edit View Favorites Tools Help

Back Forward Stop Refresh Home Search Favorites History Mail Print Edit Discuss Research Messenger

Address [http://dsbs.sba.gov/dsbs/search/dsp\\_quicksearch.cfm](http://dsbs.sba.gov/dsbs/search/dsp_quicksearch.cfm) Go Links Customize Links Free Hotmail Free HotMail(1)

U.S. Small Business Administration  
**SBA**  
Your Small Business Resource

Print Exit Help  
DSBS Quick Market Search

**Quick Market Search** Welcome to Quick Market Search All search form hotlinks open a new browser window.

Based on the search criteria selected, the Quick Market Search will return an aggregate number of profiles in the following socio-economic categories: HUBZone, 8(a), Small Disadvantaged Business (SDB), Woman-owned, Veteran owned and Service Disabled Veteran-owned in a randomized order. It is also possible to drill down to the specific profiles identified in the search results. (Note: To find small businesses NOT in these socio-economic categories, go to DSBS using the button above.)

**Nature of Business (comma separated, up to 5 entries or 40 characters) for:**

NAICS Code(s): ☒ Any ☐ All (slower) [Help](#)

Or keywords (comma separated, up to 25 entries or 125 characters) for:

Keywords: ☒ Any ☐ All (slower) [Help](#)

**Location of Firm:**

State(s):  
[\(How to make multiple selections.\)](#)

(any state)  
AL - Alabama  
AK - Alaska  
AA - American Atlantic (APO/FPO)  
AE - American Europe (APO/FPO)  
AP - American Pacific (APO/FPO)

Metropolitan Statistical Area (4-digit numeric, leading 0's if fewer digits)

Zip Code or Zip Code Initial Fragment (1 to 5 numeric digits)

[First Gov](#) [E-Gov](#) [Regulations.gov](#) [White House](#) SBA Processing: 0.142 seconds Version: Small Business Source System 7.0.1  
\* Privacy & Security \* Information Quality \* FOIA \* No Fear Act \* ADA

Done

Start [Inbox - Microsoft Outl...](#) [Microsoft PowerPoint ...](#) [Microsoft Word](#) [SBA - Quick Mark...](#) Local intranet 11:46 AM

# Market Research Resources

Search supplier databases of minority and women-owned business organizations

- National Minority Supplier Development Council (NMSDC)

<http://www.nmsdc.org/nmsdc/>

- National Association of Women Business Owners (NAWBO)

<http://www.nawbo.org>